



Smart technology for tough national security challenges

Presented to:

NGA Small Business Workshop

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Smart technology for tough national security challenges

We stand at the intersection between the government and the private sector at the “operational” level, where national security missions are planned and actually carried out, where acquisitions take place, and where government policy and business meet.



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- **Laconia Background**
 - **Founded in September 2008**
 - **Not your grandpa's consulting firm**
 - **Located in the Reston Technology Corridor - NOT K Street**
- **Mission**
 - **Protect America**
 - **Build revenue for our clients**
 - **Deliver value for both the gov't and our customers**
- **Core competencies**
 - **Intelligence/ISR**
 - **IO/Cyber**
 - **Counter-Intelligence**
 - **Technology**



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- **Laconia Team Resources & Focus**
 - 10 principals (national security experts - DoD/IC/LEA/Fortune 500)
 - 2 senior advisors (policy and technology)
- **Finding network - technology resources**
 - Client R&D
 - Venture capital relationships
 - DARPA/National Labs
 - Academic resources - major university R&D programs
 - Foreign technology pipelines
 - Human capital network
- **Solve the hardest government requirements**
 - Get ahead of the RFP cycle
 - White Papers
 - Unsolicited Proposals
- **We develop and deliver integrated solutions**



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- **Laconia Law LLC**
 - **CFIUS expertise**
 - **ITAR**
 - **M&A**
 - **Protection of Intellectual Property**
 - **Sensitive contract negotiations**
 - **SBA/8(a) Teaming Agreements**
- **Formed to avoid OCI issues**



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- **Current client status**
 - **Mix of large defense integrators, mid-level firms, and start-ups**
 - **Some narrowly defined SETA work**
- **Business Model**
 - **Retainer/performance-based contracts/equity positions**
 - **Teaming agreements**
- **Cutting edge, game changing/disruptive technology portfolio**



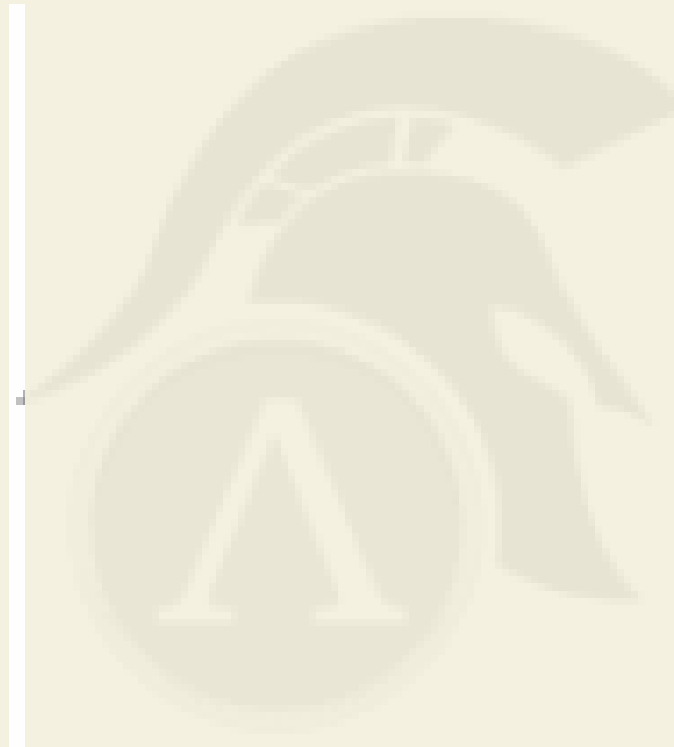
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- **Laconia offers small businesses**
 - **Government knowledge/requirements (federal/state/tribal/local)**
 - **Business development assistance**
 - **Technology/market assessments**
 - **Access to angel investors/ private equity/ VCs**
 - **Access to human capital resources**
 - **Capitol Hill expertise**
- **Development of integrated solutions**
 - **RFP/BAA responses**
 - **Teaming Agreements**
 - **White Papers**
 - **Unsolicited proposals**
- **Laconia Law legal assistance**



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- **What small businesses lack**
 - **Government access**
 - **Funding**
 - **Legal expertise**
 - **Secure spaces**
 - **Communications (para 7.)**
 - **Direct contact with customers/warfighters**
 - **Past-performance**



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- **Recommendations for the early going**
 - **Focus/performance**
 - **Secure patents on unique IP/solutions**
 - **Get registered (NGA offers great guide)**
 - **Develop steady stream of revenue (focus)**
 - **Teaming agreements for partnerships/growth**
 - **Look for white paper/unsolicited proposal opportunities**
 - **Congressional engagement strategy**
- **Goal is sole-source, firm fixed-price contracts**



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- **How to look like a prime (or be a sub all your life)**
 - **Milestones**
 - **Update recent & current scheduled activities**
 - **Contract summary**
 - **Color coded status snapshot for: program management, technical progress, risk tracking, financial status, invoice billing status, action items, overall assessment**
 - **Scope & work break-down structure (WBS) review**
 - **Project log**
 - **Risk management plan & breakdown**
 - **Deliverables scorecard**
 - **General release schedule (for product vendors)**
 - **Software scorecard & patches/releases**
 - **Contract line item (CLIN): level of effort, ops support, travel, etc.**
 - **Invoice & billing status**
 - **Action items/ status**



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- **Secure Spaces**
 - **Offer independence from primes**
 - **DD-254/Facility Clearance**
 - **Security management/plan**
 - **Secure communications access**
 - **Classified RFP development/response**
 - **Sensitive source selection**
- **Westway Development offers a solution**
 - **Secure space/security services**
 - **Significant cost savings (see handouts)**



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- **Bottom Line**
 - **Small business is where it's at - your time is now**
 - **SECDEF has spoken - Primes are in decline but fighting**
- **DIA recently excoriated primes on SIA contract non-performance**
- **You are nimble and responsive to customer/warfighters**
- **Be opportunistic**



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